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# Message Text

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PAGE 01 KUWAIT 03189 300608Z

13
ACTION NEA-09

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /017 W
---------- 034800
R 300556Z JUL 74
FM AMEMBASSY KUWAIT
TO AMEMBASSY ABU DHABI
INFO SECSTATE WASHDC 0390
USDOC WASHDC

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E.O. 11652: N/A
TAGS: BMEP, KU, UAE
SUBJECT: CURTISS-WRIGHT INTEREST IN ABU DHABI POWER
PROJECT

REF: (A) ABU DHABI 0651 (B) KUWAIT 0996 (C) KUWAIT 1282

1. IN WAKE OF CURTISS-WRIGHT SUCCESS IN WINNING MAJOR GAS TURBINE POWER TENDER IN KUWAIT FOR WHICH CONTRACT WAS SIGNED IN PRESENCE OF AMBASSADOR AND COMMOFF ON JULY 24, LOCAL AGENT CURTISS-WRIGHT HAS APPROACHED EMBASSY RE ABU DHABI POWER PROJECT (REF A). CURTISS-WRIGHT HAS APPOINTED ABDULLA SAYED HASHIM GHARABALLY AS THEIR MIDDLE EAST REPRESENTATIVE. GHARABALLY COMPANY NOW WISHES KNOW PRESENT STATUS ABU DHABI TENDER, I.E., CAN CURTISS-WRIGHT STILL BE PRE-REGISTERED; WHO ARE POTENTIAL COMPETITORS.

2. REQUEST ABU DHABI SUPPLY ANSWERS THESE QUESTIONS SOONEST.

3. COMMENT: CURTISS-WRIGHT IMPRESSED US WITH THEIR APPROACH TO MIDDLE EAST MARKET WHICH FOR THEM WAS VIRGIN TERRITORY AND IT SHOULD BE NOTED THAT THIS WAS FIRST MAJOR POWER CONTRACT ANY U.S. COMPANY HAS WON HERE IN LAST 23 YEARS. THEREFORE, BELIEVE WE SHOULD ENCOURAGE CURTISS-WRIGHT TO COMPETE EVEN IF WESTINGHOUSE & G.E. ALREADY ON SCENE.
STOLTZFUS

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**To:** ABU DHABI
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